

Message Text

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ACTION EUR-12

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PM-05 INR-10 L-03 ACDA-12 NSAE-00 PA-01 SS-15
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NAVELEXSYSENGCEN PORTSMOUTH VA IMMEDIATE

C O N F I D E N T I A L USNATO 04712

SECDEF FOR OUSDRE(C3I)-N GRAY, NAVTELCOM FOR MR PICARDI,
NAVELEXSYSENGCEN FOR CODE 410-K A BLAKELEY

E.O. 11652: GDS
TAGS: NATO ETEL MARR
SUBJECT: NATO SATCOM TAIL, NORFOLK - US SUBMISSION OF
TYPE B ESTIMATE

1. VIA TELECON WITH NICSMA PROJECT OFFICER, LTCOL STEVENS
(UK), TODAY (11 MAY), WE RECEIVED FOLLOWING COMMENTS ON
SUBJECT ESTIMATE:

A. PAGE 5 - NICSMA SUGGESTS WORDING CHANGE TO SAY VIA MOU
"NO AGREEMENT" VICE "NO PROVISION" TO EXTEND CIRCUITS TO
SACLANT COMPOUND.

B. PAGE 10 - NICSMA WOULD LIKE AN EXPLANATION FROM US ON
EXPECTED MTBF'S AND REPAIR AND SPARING STRATEGY FOR KG-81'S
USED FOR NATO CIRCUITS. SUGGEST YOU PROVIDE A RATHER
COMPREHENSIVE BRIEFING TO JUSTIFY TECHNICAL SOLUTION.
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C. PAGE 17 - INSTALLATION COSTS ARE NOT ALL EXACTLY 25 PERCENT
OF MATERIAL COSTS. NICSMA SUGGESTS DELETION OF REFERENCE
TO 25 PERCENT.

D. PAGES 23-24. NICSMA FIBER OPTIC EXPERT (MR BACON, US
NATIONAL FROM DCEC) HAS OBTAINED QUOTES FROM US MANUFACTUR-

ERS WHICH ARE 50 PERCENT OF COSTS SHOWN IN SUBJECT ESTIMATE.
NICSMA REQUESTS A FULL JUSTIFICATION OF COSTS/METER IN
US ESTIMATE.

2. COMMENT: WE UNDERSTAND FROM STEVENS THAT NICSMA STILL
BELIEVES A CHEAPER SOLUTION EXISTS INVOLVING A NATO-ONLY
SYSTEM USING EITHER US-SUPPLIED OR COMMERCIAL EQUIPMENT.
WE DO NOT KNOW IF THEY INTEND TO MAKE AN ISSUE OF THIS BUT
STRONGLY SUGGEST BRIEFING TEAM BE PREPARED TO DISCUSS
ALTERNATIVES AND DEFEND US SOLUTION AT THE MEETING IN ORDER
TO AVOID DELAYS IN PROJECT APPROVAL. END COMMENT.

3. WE UNDERSTAND THAT MESSRS PICARDI AND BLAKELEY WILL
REPRESENT THE US AT THE 17 MAY WG/18 MEETING TO DEFEND
SUBJECT ESTIMATE. WE HAVE MADE RESERVATIONS AT THE HOTEL
METROPOLE (31 PLACE DE BROUCKERE, PH: 217 2300) AS
FOLLOWS: NIGHTS OF 15 THRU 18 MAY FOR MR PICARDI, AND
NIGHTS OF 16 THRU 18 MAY FOR MR BLAKELEY. NATO PASSES FOR
THEM WILL BE AVAILABLE FOR PICKUP AT THE MAIN RECEPTION
DESK, HQ NATO. CURRENT AGENDA CALLS FOR SUBJECT ESTIMATE
TO BE SCREENED ON AFTERNOON OF 17 MAY. SUGGEST US REPS
MEET WITH LTCOL STEVENS, NICSMA, PRIOR TO MEETING IF
POSSIBLE. BENNETT

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